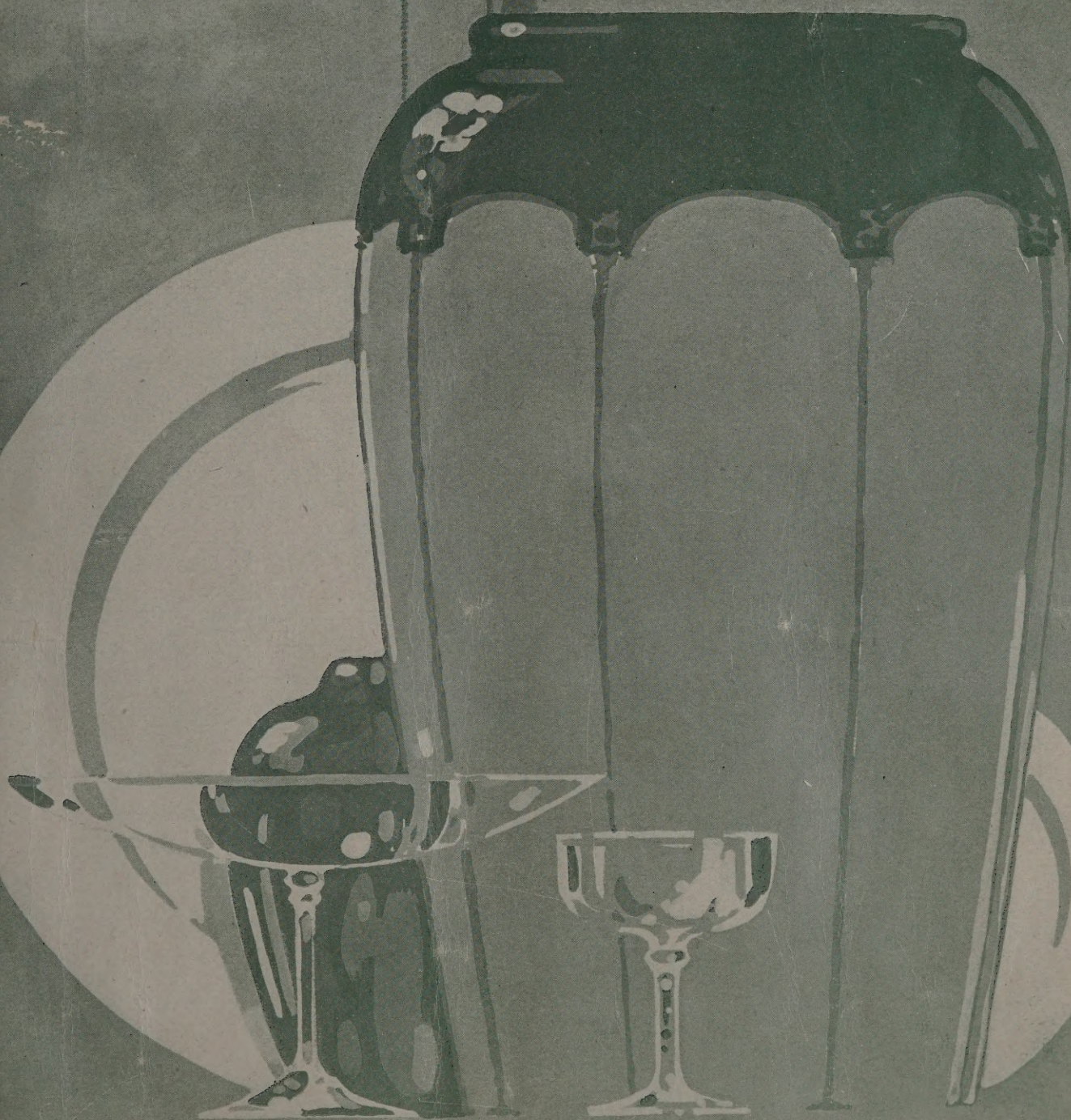


POTTERY & GLASS



HUOTT PUBLISHING COMPANY
395 FOURTH AVENUE, NEW YORK



No. 227.—“New Vintage” Deep Plate Etching. Patent Applied For

If in Pittsburgh— Come to the Fostoria Factory

We would esteem it a great privilege to show buyers through the works and our fine new office building and sample rooms. It's a short run from Pittsburgh to Wheeling, and trolley to First Street, Moundsville, lands you right at the factory.

You will see in process of manufacture the most diversified line made in any one factory in the world—it is a revelation to visitors. Be sure to come.

No. 1913 FLEMISH PATTERN PRESSED TABLEWARE

This new Colonial line in superb Fostoria crystal, perfectly finished and not too heavy—a point of advantage, where freight rates are high—is now in the hands of all our agents. We think it the very nicest Colonial line ever brought out, and dare say you'll agree. See it, without fail.

FOSTORIA GLASS COMPANY

MOUNDSVILLE, W. VA.

PERMANENT SAMPLE ROOMS

NEW YORK CITY, 66 West Broadway
CHICAGO, ILL., 807 Masonic Temple
BOSTON, MASS, 105 Federal Street
PHILADELPHIA, 213 Commercial Building

John Nixon
H. A. Marshall
Geo. K. Marshall
Jos. Tomkinson
DENVER, 1523 Glenarm Street, Chas. E. Hilliker

DALLAS, TEXAS, 909 Elm Street
BALTIMORE, MD., 304 West Baltimore Street
BUFFALO, N. Y., 311 Main Street
SAN FRANCISCO, 718 Mission St., Room 302

H. J. Blakeney
W. T. Owen
A. H. Sharpe
B. F. Heastand

The China known since 1840 as

Haviland China

Is stamped under each piece
underglaze } Haviland
France

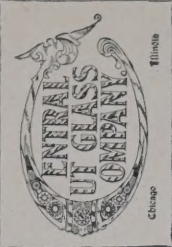
The decorated China has
an additional stamp } Haviland & Co.
on the glaze } Limoges

Note Our New Address

Haviland & Co.

11 EAST THIRTY-SIXTH STREET

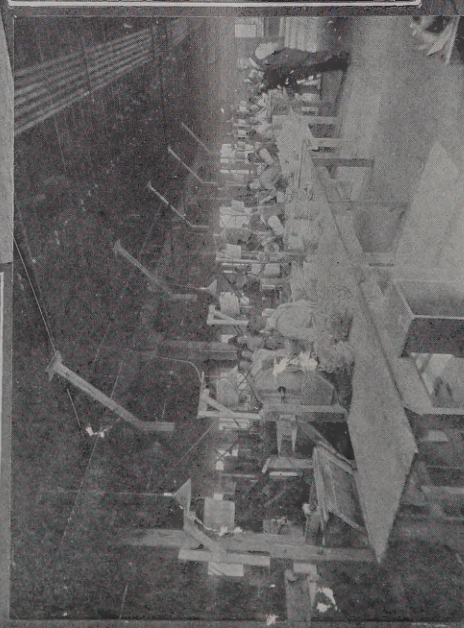
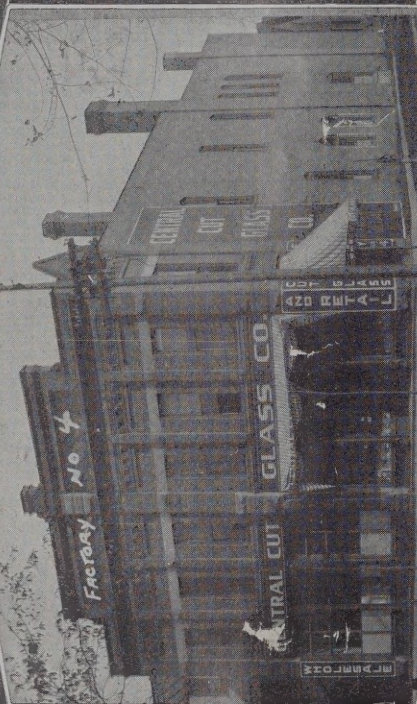
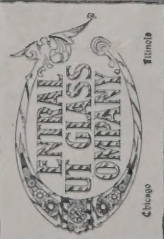
□ NEW YORK □



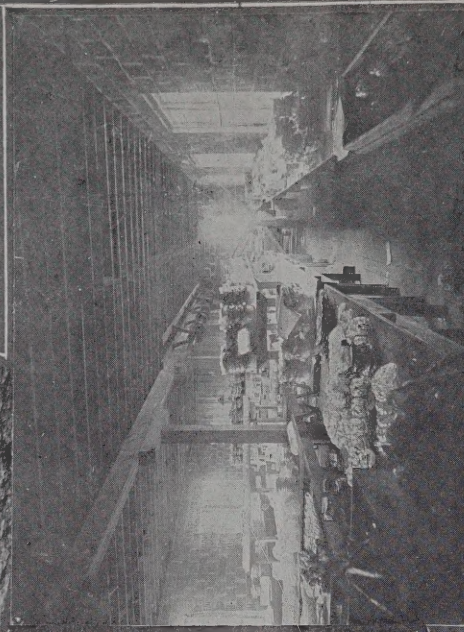
Factory at Lena Park, Ind.



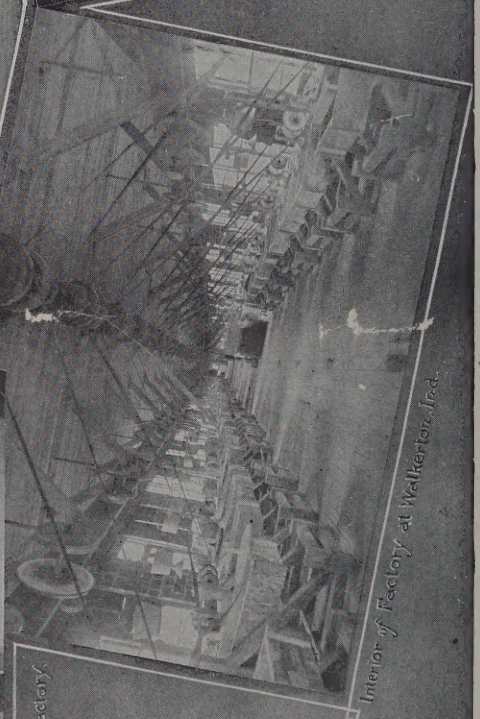
Factory No. 2 at Walkerton, Ind.



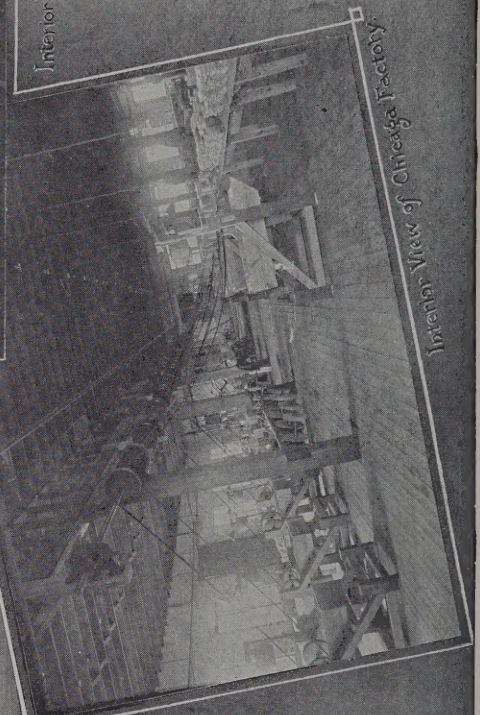
Interior View of Chicago Factory.



Interior View of Lena Park Ind. Factory



Interior of Factory at Walkerton, Ind.



Interior View of Chicago Factory

NEW SAMPLES

200 new designs will be on
display on parlor floor of the

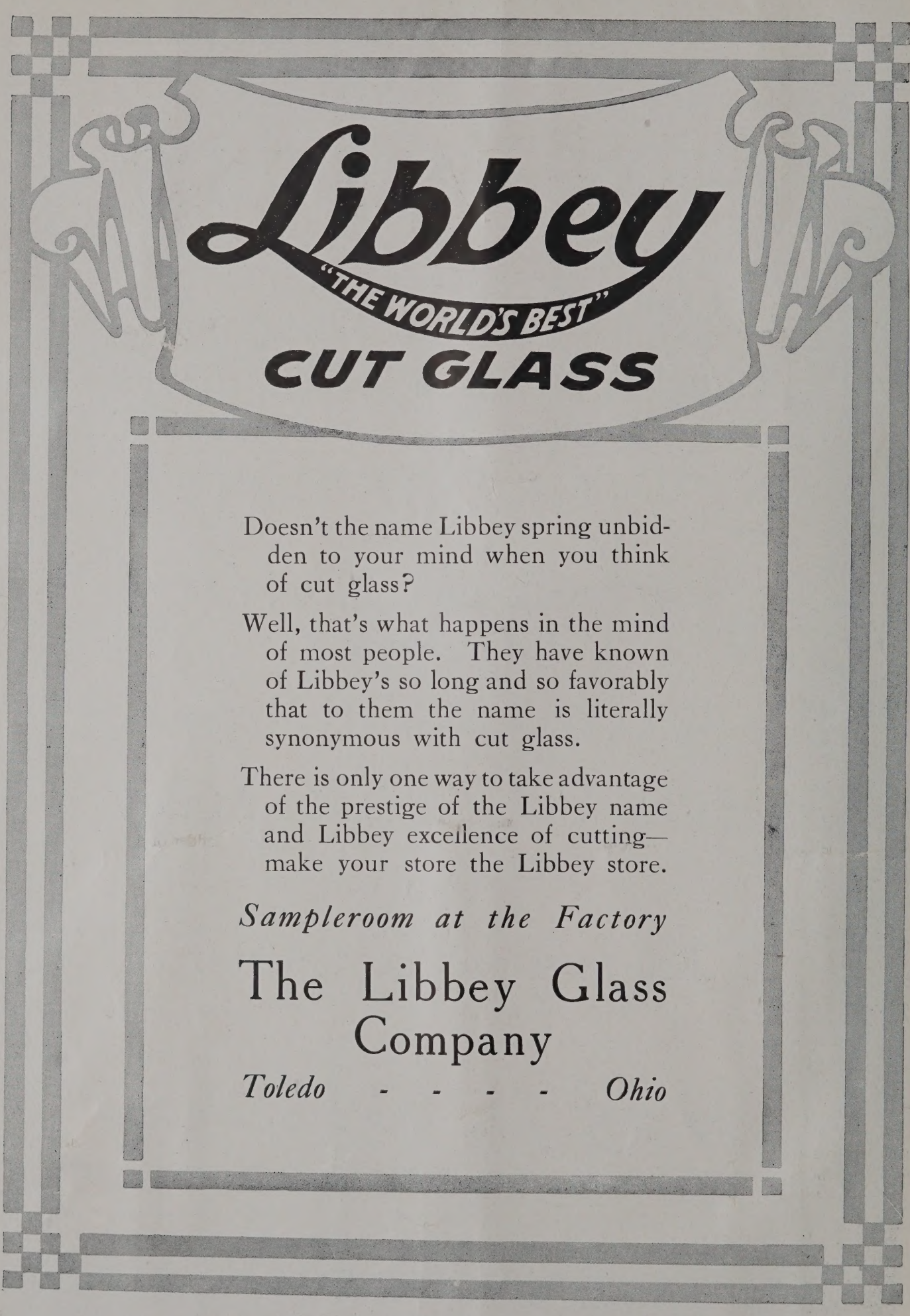
NEW GRAND HOTEL

31st Street and Broadway,
New York

by O. W. Eckland, of the
Central Cut Glass Company
from

February 3rd to the 20th

Do not fail to see them

The logo features the word "Libbey" in a large, elegant script font. Below it, the phrase "THE WORLD'S BEST" is written in a smaller, bold, sans-serif font, arched over the words "CUT GLASS". The entire logo is enclosed within a decorative border consisting of a thick, dark line with a repeating geometric pattern of squares and diamonds at the corners and midpoints.

Libbey

"THE WORLD'S BEST"

CUT GLASS

Doesn't the name Libbey spring unbidden to your mind when you think of cut glass?

Well, that's what happens in the mind of most people. They have known of Libbey's so long and so favorably that to them the name is literally synonymous with cut glass.

There is only one way to take advantage of the prestige of the Libbey name and Libbey excellence of cutting—make your store the Libbey store.

Sampleroom at the Factory

The Libbey Glass
Company

Toledo - - - - - Ohio

POTTERY & GLASS

VOLUME X. No. 1.

NEW YORK, JANUARY, 1913.

TERMS: \$2.00 per year in advance.
25 cents per copy.

Sitting on the Lid of the Cash Drawer

KEEPING DOWN EXPENSES IN ANY BUSINESS IS JUST AS ESSENTIAL AS BRINGING IN MONEY—AND OFTENTIMES MORE DIFFICULT

AMERICA is business mad. And the affliction increases yearly—daily. Every man, woman, and child who can gather together a handful of dollars hunts around for a corner store, hangs out a shingle and begins to manufacture, or to sell. It is virtually a fever permeating the air. And like a fever, it gets worse or subsides. If it waxes more intense it generally carries its victim to the portals of success; if it grows cold, we have a failure.

A most commendable disease! Without the shadow of a doubt. The man who makes and sells for himself is far better off—is far better thought of, frequently—than the man who works for others. The rewards of the "boss" (in the sense of an owner) are great. That is universally recognized, yet the workings of the machinery (his business) that make him great, and the obstacles over which he must climb, are hazy, indefinite things.

Business, legitimate business, good, sound business, is the backbone of every town, of every city, of every nation. But it must be safe and sane, and practical. That is an inexorable desideratum.

Unfortunately—unhappily—a great many, too many, of the merchants in America—in all countries—are in business with an entirely inadequate understanding of the profession. They are unfamiliar with the economic and financial laws of commerce—they start in a moderate way and they never leave the elemental state.

It is a splendid thing to know how to make goods, to know how to sell goods, to know how to manage men, to know how to buy goods—but the fundamental prerequisite of every successful broad-gauge business man is a technical knowledge of the cash drawer. The man who buys may buy too much—because he gets a bargain; the man who sells may sell without knowing exactly what goods should be pushed to the limit and what goods held in reserve; the man who manages

well may make a fetish of his ability to the detriment of both buying and selling; the man who manufactures may look too closely at quality and too broadly at price; and the man who masters all these points may have all the faults that go with them. But the man who knows the details of expense and expenditure connected with the organization—who has his fingers on the pulse of the cash drawer, as it were—makes none of these mistakes. He knows, and knows too well, what over-buying means, what a too elaborate organization costs, what troubles a poorly selected stock give rise to, and if he errs in any one of these matters it is always on the side of conservatism. The man who knows the price of twine, and wrapping paper, and pencils, and knows the market well enough to place his orders to the best advantage, makes the successful merchant.

That explains the many failures in the mercantile world. Head buyers, floor managers, shop foremen, who are high enough on the ladder of life to recognize the advantages of the "boss," and who in pronounced manners, perhaps, are highly worthy and successful in their particular line of work, conceive the idea, sooner or later, of setting up in business for themselves. They are eminently fitted and prepared to head an establishment of their own in every way but one—they are unfamiliar with the cash drawer, they know nothing of the principles of cutting expenses and still maintaining appearances, of stopping leaks in finance and labor, of getting the maximum value out of every dollar spent, and of getting action from every movement made by their mercantile machine.

Let us reduce these observations to concretion. The average small store carries a certain amount of stock. It is fairly well diversified. It is selected to meet the requirements of its particular locality. The prices are in accordance with competition, and the stock is turned over twice a year. Is it policy to increase the

amount of stock, or can it be diminished advantageously in whole or in part? The advice of the proprietor, if he be of the buying class, is, of course, to increase the amount of stock. That is the erroneous method. Consider these few figures. Suppose the stock of a store is inventoried at \$2,000, cost value. Also suppose that the cost of doing business, light, rent, heat, clerk hire, etc., is 15%, and the gross profit is 21%. This leaves a net profit to the merchant of 6%. Now, if the stock is turned over twice a year, we have the following:

\$ 2,000	cost of stock
6%	net profit.
\$120.00	
2	turn overs a year
\$240.00	yearly net profit.

Next, suppose the stock to be doubled, in which case the merchandise will be turned over just *once* a year. We get these figures:

\$ 4,000	cost of stock
6%	realized every year
\$240.00	
1	turn over a year
\$240.00	yearly net profit

In both these cases the yearly net profit is exactly the same, but in the second supposition the merchant has twice as much capital "tied up," and he weakens the productive power of his force, for they are obliged to spend a certain amount of energy in taking care of the extra goods. Now let us cut the original stock of goods in half. The turn-over then becomes more frequent—four times a year—and we get the following:

\$ 1,000	cost of stock
6%	net profit
\$ 60.00	
4	turn overs a year
\$240.00	yearly net profit

Here, again, the yearly net profit is exactly the same, \$240.00, but the merchant has \$1,000 in the bank, which draws \$40 interest at 4% per annum, or he can invest it in different lines of goods to be carried in conjunction with his regular stock. In passing, it might be interesting to state that this law of small stock and frequent turn-over gave rise to the big department stores. Merchants found that one big store devoted exclusively to one kind of goods did not make a large profit because the stock could not be turned over often enough. They found, however, that a number of small stores, or departments, under the same roof, carrying comparatively small stocks, did yield a good profit, because stock turn-over was frequent.

The frequency, or infrequency, of stock turn-over explains why some merchants are high in price and why some are low, and why some fail and why some are successes.

Utilizing Dead Stock

How an Enterprising Dealer Made Old Stock Pay Big Dividends, Meanwhile Creating a Profitable Side Line

EVERY business has its side lines from which the energetic dealer can work up a prosperous trade and the crockery and glass business presents many that can be profitably taken up and carried out. Take for instance the case of a small retailer in a third class city in New Jersey, who hit upon a plan of hiring out dinnerware, glassware, etc., to churches, social organizations and in many instances to private parties, for use at ladies' luncheons, church fairs and suppers, dances, etc. Having stocked up on a line of punch bowls, tumblers, cups and saucers, he found at stock taking that they were rapidly becoming store monuments; special sales moved some, but still enough remained to become a drag on the shelves. A four line classified advertisement, run regularly in the local weekly, soon solved the question. It read:

FOR HIRE—Don't worry about the tableware when arranging for your luncheon, church supper, party or dance. Smith's china and glass service awaits your 'phone message. Exceptionally low rates. Smith's Housefurnishing Emporium.

Those shelves of dead stock are now the hardest working cogs in this business machine. They have paid for themselves many times over and practically wore themselves out serving the community. The scheme met with instant success, because it filled a long felt want. The goods were rented out at ten cents per dozen, breakage extra according to the piece. An old Colonial design punch bowl that had stood unnoticed for years in the store proved a veritable mint at fifty cents a night, a dozen glasses being its traveling companions, and it withstood the maddening pace for two years, then an excited dancer turkey-trotter into the buffet-luncheon and it died an accidental death. The shopkeeper brushed back the tears as he told the story, for the old punch bowl had earned on an average of \$7.50 a year for two years, and it cost the dance committee \$5 extra for their carelessness. Its original cost was two dollars. To further meet the requirements of his service this dealer ordered in a line of ware, the china goods carrying a neat but prominent trade-mark, so that now every time they go out Smith's store is brought before the two hundred diners in a prominent manner. The new order was for 200 seven inch plates, 200 bread and butter plates, 200 medium sized cups and saucers, 400 vegetable dishes, 60 bakers, eight inches; 30 bakers, six inches; 200 fruit saucers, 200 individual meat dishes, five inches; 36 meat dishes, twelve inches; 60 covered sugar bowls, and 60 cream jugs. A set of china as described above can be purchased from any of the domestic manufacturers or importers at slight cost.



Section of the China Department in the big store of the O. T. Johnson Company, Galesburg, Ill.

Color in the Furnishings of the Retail Shop

COMFORT AND ATTRACTIVENESS ARE ACTUALLY BIG FACTORS IN RETAIL SELLING—
THE DEALER WHO RECOGNIZES THIS TAKES A BIG STEP
IN THE DIRECTION OF SUCCESS

THE modern china and glass shop should be attractively furnished. Not alone because it *looks* more attractive, but because more business of the better kind can be conducted in a store where the furnishings are appealing. Most shops nowadays are handsomely appointed, and are designed to meet every want of the buying public. Frequently, however, even in the best furnished store the color scheme is poorly selected and the harmony of the ensemble turns out greatly at variance to the tenets of good taste. Color is a hard matter to determine intelligently in any furnishing scheme, because so very little is known about it by the average person. We have collected here a number of correct color treatments that should prove quite handy to the retailing merchant who wants to have his shop representative not only of what is best, but what is right as well. Here is the list and we hope it will prove

useful in providing, at any rate, a skeleton outline of the most suitable colors to use with the various woods used for decorative purposes.

With light oak fittings and cabinet work, soft warm greens, peacock blue and deep rich reds, free from purple shade.

Medium dark oak looks well with stronger, browner greens, richer reds and lighter and greener tones of blue. If gilding is used it should tend to deep-hued gold in this case.

With antique, fumed or weathered oak, the old Gothic colors, such as sage green, deep peacock blue, dulled red and yellow, and as the sole relieving tint, ivory, are in keeping. Old Italian gold and bronze should be used for metallic relief effects.

With maple-wood, satinwood and similar light colored finish, delicate grays, ivory tints of raw sienna

(Continued on page 12).

Large Attendance at Pottery and Glass Show

Glass and pottery valued at \$250,000 was shown in the Ft. Pitt Hotel, Pittsburgh, Pa., during the annual display of the Western Glass and Pottery Association. Buyers representing the largest jobbers from Maine to California attended, and the exhibition is declared to be the most complete ever shown in the United States. With an unexcelled outlook for business in the coming year, the great gathering of manufacturers, jobbers and retailers was held under the most favorable auspices. More than 100 rooms in the hotel were given over to the seventy-five exhibitors, and 7,000 feet of lumber was required to build the tables and shelves used to accommodate the varied specimens of ware. Never before has there been such a lavish display of the higher class cut glass and pottery, and the number of novelties in both the glass and crockery ware exceeds that of any previous exhibit.

The display opened January 7th with a multitude of buyers in town, and it is estimated that \$25,000 worth of business was ordered on the opening day. During the week the hotel was thronged with dealers from surrounding towns in Ohio, Pennsylvania, West Virginia and Maryland, besides the jobbers from the large cities. On the evening of January 14th the annual banquet of the association was held at the Ft. Pitt.

Importers Declare New Limoges List Inaccurate and Unfair

IMPORTERS generally are very much dissatisfied with the Limoges price list recently promulgated by Secretary MacVeagh for the guidance of customs appraising officials. The list, which replaces the so-called Limoges agreement, which was terminated last September, is declared by the importers to be inaccurate and unfair, and a movement is on foot to persuade the treasury department to revise the figures. The China Importers' Association, of New York, is considering the proposal of asking Secretary MacVeagh to designate three representatives for the purpose of conferring with a like number of importers with the view of reaching some agreement as to prices. This committee, it is suggested, could go over with care all the items in the Limoges price list and revise the figures to the satisfaction of both the Government and trade.

In the event that the importers fail to reach an understanding with Secretary MacVeagh, they will endeavor to have the board pass on all their importations, ignoring entirely the price list.

The New York Commercial Bulletin waxes humorous over the revival of the Limoges controversy, declaring that it is occurring practically on time. That "importers" again declare their dissatisfaction with the "list" as now employed by the Treasury Department. This dissatisfaction should culminate in the

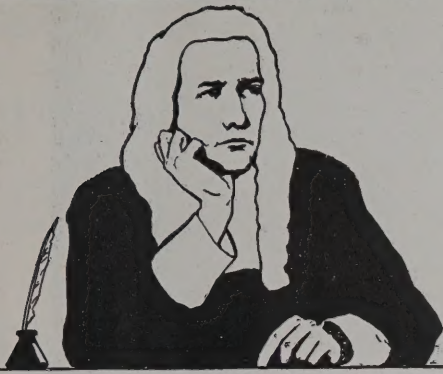
appointment of another "Limoges china commission" at about the time a new Assistant Secretary of the Treasury in charge of customs is appointed under the Wilson Administration. A report should be turned in by the new commission within a year and should be suspended for investigation for about two years. Then, toward the end of the Wilson Administration, a revised list should be issued in time for "importers" to express dissatisfaction prior to the entry of a succeeding administration upon the scene, when still another commission will doubtless be named.

Clay Image of Chinaman Worries Scientists

The question of who was the rightful discoverer of America is still open for further discussion, volumes of history notwithstanding. Historians the world over were about ready to close up this chapter of our discovery when some enterprising scientists, exploring the ancient ruins of Mexico, in spite of the war, came across a small clay image that may possibly solve the enigma of the new world's beginning. The image was discovered by Professor Niven, and the form is that of a Chinaman with oblique eye slits, padded coat, flowing trousers and slippers. The image is about seven inches in length, and, according to Professor Niven, proves that the ancient people of Mexico were familiar with the Mongol type. The age of the figure is difficult to determine without further data; circumstances, however, warrant the rough guess that about 5,000 years ago Chinese navigators crossed the Pacific in their primitive junks, and discovered America, thousands of years before Columbus was born. Settling there, they built a city, and in a grave of one of their number, many years after, a clay image of the man was buried with him. It is this image which has lain there through all the centuries, and which has now been discovered, and the whole history of the New World may now for the first time be revealed.

An Ideal Ruler for the Ceramic Artist

ONE of the great difficulties of designing and decorating on china and glass has been the attainment of accurate lines and spacing, especially in conventional designs, on both straight and curved objects, necessitating, in many instances, the employment of laborious methods to get the desired results. This is now all done away with since the introduction of the "Elarco" flexible ruler by L. Reusche & Co., New York. This ruler, because of its great flexibility, can be used on any surface, either straight or curved. A strip of rubber prevents slipping and makes it especially adaptable to pen work. It can be had in two lengths, 12 and 18 inches, graduating on the former from three-eighths to one-eighth of an inch and three-eighths to one-sixteenth on the latter.



Practical Law for the Buyer and the Seller

A department devoted to a discussion of the various legal matters that are constantly confronting the man in business; opinions rendered are based upon actual decisions.

Written by Elton J. Buckley.

A Query Answered as to Price-Fixing.

THIS query, which touches a subject certainly timely and important, comes to me from a New York paper:

Apropos of your legal articles which we are running in our magazine, a question has come up in our trade which we think would be an interesting one for you to take up and discuss in one of your articles.

A certain class of manufacturers are selling a part of their product below cost of manufacture and relying upon the other part, which is sold in connection with it, to carry it. It has been subject to a good deal of discussion among the manufacturers in the trade, whether it would be a good policy to take a united stand and increase the product upon which they are now losing money to a price that will put it on a profitable basis. A question has come up as to whether this would come under any law in restraint of trade. Would this be so, or does this law apply only where the obvious intent is to restrict and control prices?

If such a plan is illegal at all, it is illegal under the Federal law which is usually known as the Sherman act, and which is intended to prohibit combinations in restraint of trade, and monopolies. It prohibits "every contract, combination in the form of trust or otherwise, or conspiracy in restraint of trade or commerce," and provides that any person engaging in such a thing shall be fined not exceeding \$5,000 or imprisoned not exceeding one year. This is Section 1, which covers combinations in restraint of trade. Section 2, which is usually cited in connection with Section 1, forbids monopolies, which this question does not involve.

Before the United States Supreme Court handed down the decision in the Standard Oil case, in May, 1911, a combination such as this correspondent described would have been a clear violation of law. The law as it stood then is expressed in a leading case as follows:

Upon this review of the law and the authorities we can have no doubt that the association of the defendants, however reasonable the prices they fixed, however great the competition they had to encounter, and however great the necessity of curbing themselves by joint agreement from committing financial suicide by ill-advised competition, was void at common law, because in restraint of trade and tending to monopoly.

This meant that there could be no combination of any character among sellers, whose object was to fix or maintain a price, even though the price sought to

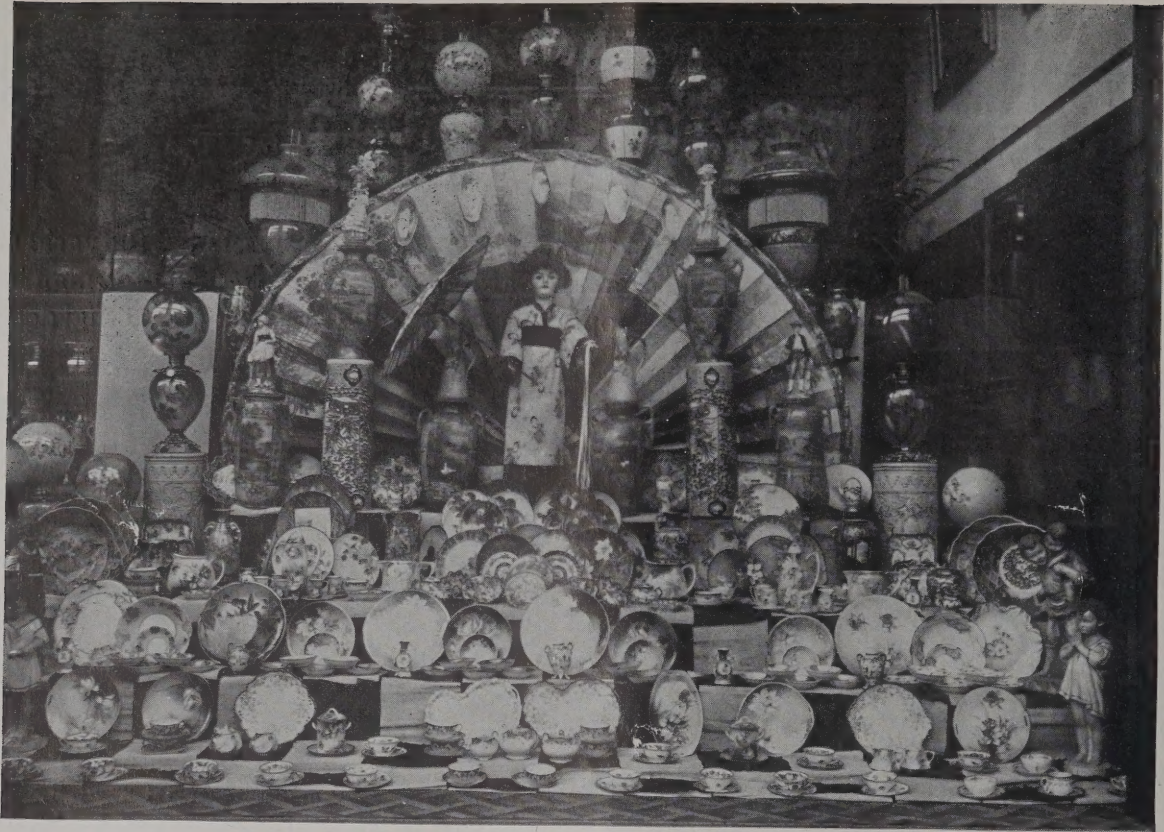
be fixed or maintained merely allowed a living profit. Therefore, if this question had been asked me prior to May, 1911, I should have said without qualification that the plan was illegal.

To-day it is not so sure to be. It may or may not be, for in the Standard Oil case the court said that the law only meant to forbid combinations that restrained trade or competition *unreasonably*. Without doubt a combination among manufacturers which seeks only to raise a price from a point below cost, where reckless competition has forced it, to a point only so far above cost as to pay producers a fair living profit, is not an unreasonable restraint of trade. So that in my judgment such a plan might be legal, provided—and this is very important—the case of the manufacturers who tried it was clean and clear in certain other respects, which I will explain.

According to this correspondent, the manufacturers he speaks of have all sold one article below cost, and have recouped themselves by taxing an extra profit upon some other article. I suppose this is common to almost all lines of trade. The grocer, for example, will charge 50 per cent. profit on tea, and sell sugar and sometimes flour at cost or below. But the point is this: Will the manufacturers in question, after they have their below-cost price raised to a profitable basis, lower the price of the article which has been carrying a double burden? In other words, is their idea to regulate and make uniform the prices of their different products—put its share of the burden on the article that hasn't been bearing it, and take the excess off the others—or is it merely to get an extra profit by raising the cheap article and at the same time keep the price of the other where it was?

All these questions would be probed to the bottom, if a price-fixing plan came into question, and I am very clear that the manufacturers involved would fare poorly unless they had shown good faith by evening up unduly high prices when the unduly low prices had been raised.

Another consideration the courts would undoubtedly inquire into, is whether the concerted advance in price would have the effect of keeping in business



A Window in the Knight Crockery & Furniture Co.'s store, Jacksonville, Fla., trimmed by F. A. Comstock.

an excessive number of traders. It is easy to see how it could have that effect. For instance, there are too many manufacturers selling a given standard thing. They are together producing more than the demand will take, and their frantic efforts to market their product have forced prices below cost. Nobody is making any money and the competitors finally combine to raise and keep the price where they will all make a fair profit. No court in the world would permit them to do this under these circumstances, for the cause of the unduly low price in the first place was too many sellers. Not for a minute would the court protect such a condition. It would leave the parties to fight among themselves until the weaker had succumbed, and until the excessive number of traders had been reduced to a proper number. Then, if these, for any good and sufficient reason, later fell into the slough of despond, and again found themselves selling below cost, I believe they could go into court with a very good chance of having the court uphold such a plan as is above described. They might as well understand, clearly, however, that the attitude of the court toward such a situation would not be friendly.

The principles of law and logic which govern the conduct of manufacturers who seek to control prices would also govern the conduct of wholesalers or retailers who seek to do it. (*Copyright, December, 1912, by Elton J. Buckley.*)

Color in Store Furnishing

(Continued from page 9).

and raw umber, silver (indigo tinted), and subdued tints of old rose, are appropriate. Metal ornamentation should be in silver or gold.

American walnut calls for rich, deep yellow or old gold and the old reds and blues, into which the brown hue of the walnut distinctly enters.

Cherry should be accompanied with turquoise or greenish blues, with olive browns and transparent yellows and metals.

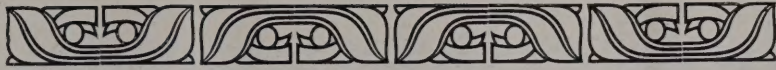
Mahogany, especially for dining room, study or library use, looks best with rich, deep olive greens, the metal ornaments should be of a rich golden color. For salon purposes, all yellow tones from old gold to cinnamon brown, and soft neutral reds, are most fitting. Deep pure colors, in harmony with the color of the wood, can also be used with good effect.

With white wood use Venetian red, ivory and light tints of ochre and green or blue, softened and warmed with raw umber.

White enamel or ivory white finish calls for gold, light blue or pink, in delicate shades.

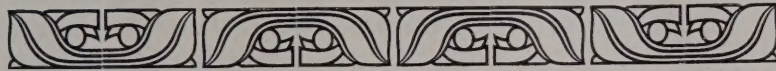
Ebony allows the use of all rich reds and yellows, deep gold and ivory.

Rosewood harmonizes exquisitely with soft old rose, old golds, ivory tints and the soft tones of empire green.



Talks With the Buyers

An interesting department in which we will record from time to time the observations of prominent buyers on pertinent business topics.



“H AVE period styles in lamps become the rule instead of the exception?” We hied ourselves to the New York store of Gimbel Brothers, and knew, as soon as we stepped from the elevator, that the department was run by a live wire, one who could answer our question. A courteous salesman informed us that Mr. Attridge was the lamp buyer, and that the gentleman who had just whizzed by was he. Picking up the trail we soon came abreast T. Attridge, and popped the question. Did you ever crank up a six cylinder motor car? Well, asking a question like that of T. Attridge always starts something. The enthusiasm with which he delivered himself told why his department was a successful one. He’s a regular enthusiast. “Period designs,” stated Mr. Attridge, “are one of the strongest features of our department. No lamp department in a store catering to the class of trade that Gimbel Bros. cater to could possibly be a success without reproductions of the old masters. I have sold a remarkable number of Chinese design portables, porcelain vases, with silk shades decorated to match. What created this demand? Surely not the Chinese styles. No, the great vogue for the handicraft of that old English master, Chippendale, is responsible. His furniture and interior decorative schemes, those with the strong Chinese influence, have created a demand for lighting appliances in designs to harmonize. So it is with the styles of Adam, Sheraton, and the Empire period. The homes of New York’s best families contain lighting fixtures from this department—naturally we carry only the best reproductions obtainable.”

“I find,” further stated Mr. Attridge, “that American manufacturers, with positively two or three exceptions, have not paid any particular attention to the increasing demand for period styles. In my annual trip abroad I pick up many notable ideas in lighting fixtures. The classic French periods, Louis XIV, XV and XVI, and the Empire, have been strong sellers this season. Another feature, which we have added to our line is an assortment of alabaster bowls for semi-direct lighting, a modern fad of lighting that is rapidly developing. The reign of leaded and art glass domes and shades are over. The better class of shops are not carrying them except as ‘bread and butter goods.’ Without period motif, art glass portables, etc., are “*passé*.”

The foregoing is just about half of what Mr. Attridge said in the course of our interview, which was illustrated by the goods on display as we wandered about the department. He strongly advocates the manufacture of period fixtures and stated that many times visiting buyers from distant sections of the country have asked him where he procures his wares. They were fully alive to the public demand, but so few of the manufacturers worked up this feature in their lines that they did not know where to buy the popular styles. When next in the New York market it will pay the out-of-town lamp buyer to inspect the Wanamaker and Gimbel departments, they are liberal educators in classic period styles.

Things to Remember

WOMEN like to shop around and buy where they can get the best values and the best treatment. Run your store in a way that will make the shoppers regular customers.

There are a hundred ways of getting names for a mailing list. Use all of them and send frequent advertising to the list. This is advertising your competitor does not see.

Don’t go stumbling along in the footsteps of some other local advertiser. There are enough ways of doing good advertising so that you need not be an imitator.

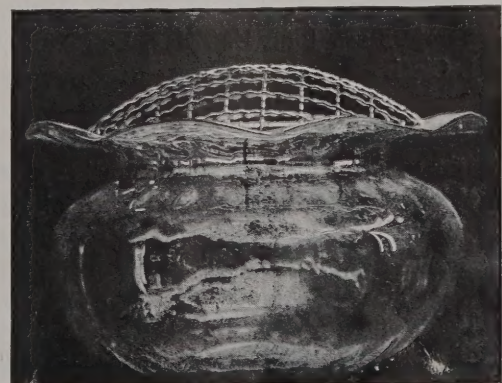
The more price tickets you use the more goods you will sell. Don’t use price tags though until they are dog’s-eared and fly-specked. Fresh tags are cheap and ten times as effective.

There is no such thing as just standing still. If you stand still you will fall behind because the world will not stop with you.

If you want the public to be really interested in your advertising see that it always tells something they want to know. There is enough store news that might go into your advertising space with good profit to you.

It is the aggressive merchant who gets ahead. The passive man who is content to take what comes to him and leaves the pushing, energetic methods to the other fellow will never know what it looks like at the top of the ladder.

It doesn’t make any difference how good pay your credit customer may be, he isn’t as good as the cash buyer.



Flower Vase Mesh from the line of the New York Wire Frame Co.

Among the Glass Houses

BEING A PAGE OF SHORT NOTES OF BUSINESS AFFAIRS IN DIFFERENT FACTORIES

The manufacture of glassware in every section of the country has been exceedingly good for the past six months, the majority of the plants have been running steadily and 1913 prospects look good for a continuance.

* * *

Washington, Pa.—The tableware plant of the Duncan & Miller Glass Company is working steadily with fifteen shops continually employed on lines of tableware and shades. Of improvements about the plant the most recent is the installation of a thirty-five horse power motor.

* * *

New York City.—A petition in bankruptcy has been filed against the Decorative Stained Glass Company, 46 Washington Square, south, New York City, by a number of creditors. It is alleged that the company is insolvent and made preferential payments and hypothecated its assets. The company was incorporated in January, 1888, with a capital stock of \$5,000 and succeeded the firm of Calvin & Wright. John Calvin was president and Thos. Wright, treasurer. The company's work was mainly for churches. Assets estimated at \$10,000.

* * *

Johnston, Pa.—Announcement has been made by the officials of the Allen Cut Glass Company, to the effect that its plant will be greatly enlarged this year. This company started with a force of six cutters and its business increased so rapidly that at the present time the force numbers seventy-five. When the contemplated improvements are completed one hundred and fifty men will be employed at the plant.

* * *

Paterson, N. J.—The Combi Novelty Company has been incorporated in this city with a capital stock of \$125,000, and will deal in glass novelties. The incorporators are John E. Tylee, Lewis L. Claxton and P. J. Clerimas.

* * *

Barnesville, O.—C. M. Cole, of the Lotus Cut Glass Company, has returned from a business trip to Philadelphia, New York and Boston, where he was successful in making arrangements, in each city, for the representation of the Lotus line.

* * *

Finlay, O.—The local Business Men's Association are negotiating with a firm of cut glass manufacturers now located in Lansing, Michigan, and expect to bring the industry here. While the plant is not a large one, carrying a payroll of about \$200 a month, it will add

greatly to the business enterprise of Finlay. Four sites have been offered the firm and their decision is expected at an early date.

* * *

Buffalo, N. Y.—The Dwell-Kaiser Co., of this city, have purchased the seven-story Jewett Building on Elm street, which they will occupy about April 1. The company which manufactures a line of mirrors, etc., will bring out an extensive line of leaded art glass. Upon the opening of the new building the retail business will be discontinued. Eighty-two thousand square feet of floor space will be at the disposal of the company.

* * *

Morris, Ill.—The local Industrial Association has been successful in its negotiations with the Johnson & Carlson Cut Glass Co., and the firm has entered into a six-year lease and will establish a factory in Morris. This concern already has factories in Warsaw and Plymouth, Ind., and Chicago, Ill., and when the new plant is fully established will move all their works to Morris.

* * *

Wilkes-Barre, Pa.—A new cut glass company will be established in this city as soon as the building now in course of erection on Dana street is completed. The new plant will be about forty by ninety feet and will give employment at the start to at least fifty hands. C. M. Helfrick is at the head of the cut glass company, which is at present being operated in West Pittston, Pa.

* * *

Columbus, O.—The Ornamental Art Glass Company, of Cleveland, Ohio, was incorporated here December 26. The concern has a capital stock of \$10,000 and was incorporated by J. H. Korphage, C. Del Favere, F. J. Zurlinden, H. F. Pratt and D. D. Griger.

* * *

Brooklyn, N. Y.—The cut glass factory of Kiefer Bros., 805 Lexington Avenue, has been greatly enlarged during the past month, the firm now occupying the second floor in the building they occupy and have installed forty additional frames. With the increased working facilities they are now enabled to materially enlarge their output of hand cut glass. The Alvetta design of this company has proved one of the best sellers on the eastern market.

* * *

You are a failure not only in respect to the things you try to do and cannot, but also in respect to the things you do not even try to do,

News from the Potteries

COLORADO SPRINGS, COL.—An industry of unlimited proportions may be the result of recent research and experimental work at the Van Briggie Pottery, being carried on by Profs. E. de Forest Curtis, of Harvard, and S. B. Wheeler, of Princeton, both connected with the pottery in a scientific capacity. They have perfected a process by which beautiful pieces of ceramic ware have been produced from the mill tailings of the reduction plants near this city, and experts who have seen the ware claim it is in a fair way to rival some of the high grade Chinese pottery, especially if further developments upon which they are now working prove satisfactory. A kiln of this new pottery recently completed has met with the general satisfaction of the Van Briggie people, who expect the line to be a big success. A feature of the ware is the cheapness of production, the raw materials being tailings, cost nothing.

* * *

East Liverpool, O.—The continued prosperity of the past year is predicted by all the pottery manufacturers in this district, and there has not been any inclination on their part to slow up. Evidence of the business being done is the increase of kilns throughout this neighborhood and the re-opening of the William Brunt six-kiln plant by the Taylor, Smith & Taylor Pottery Company, of Chester, W. Va., who assumed control in December. The plant had been idle for over a year.

* * *

Trenton, N. J.—Encouraging results have been realized since the establishment of the luncheon service at the pottery of Thomas Maddock Sons' Company plant, the average attendance being two hundred and twenty-five. The service was installed entirely at the expense of the company. It will do much to provide the help with wholesome food and at the same time keep them away from questionable surroundings. The department is divided into three sections—one for the lady employes, one for the office force and department heads, and the other for the shops forces. Meals are served from 11.30 A. M. to 1.30 P. M. and range from 35 cents downward.

* * *

East Liverpool, O.—For the first time in the pottery history of this city sanitary ware was produced here, the Colonial Pottery Company turning out its first pieces last month. The firm started this branch

of its business with nine pressers, but will have plenty of additional room to increase the number of benches as the project gets beyond the experimental stage.

* * *

Trenton, N. J.—Improvements costing in the neighborhood of \$25,000, and involving a complete alteration of the plant for the manufacture of sanitary ware, are being made by the New Jersey China Pottery Company. The work of reconstruction has been under way for some little time and is rapidly nearing completion. This changing of the plant will not totally change the output of the pottery, the company continuing the manufacture of Beleek china. With the remodeling of the plant and its operation as a sanitary pottery every portion of it will be used. This concern has been an extensive manufacturer of tea, dinner, toilet and hotel china for many years and hereafter will devote most of its energy to the production of sanitary lines.

* * *

Buffalo, N. Y.—Owing to the increased cost of material and labor the Buffalo Pottery has been compelled to make a slight advance in the selling price of their line. The new prices went into effect January 1 on underglaze blue willow ware, sprays, wide and narrow borders; overglaze: three and five spray potteries, wide and narrow borders, gold line traced handles, gold band traced handles and gold band line; underglaze P. P. toilet ware, 10 and 12 piece sets.

Old China Brings Fancy Prices

AT a recent sale of old English, continental and Oriental porcelain, in London, a porcelain Vienna group of a lady, gentleman and three children 7¾ inches high, brought \$4,250.

Other articles sold on which high prices were realized were as follows:

A porcelain Dresden group of lovers seated beneath a tree with a lamb and a dog, on plinth encrusted with flowers, 10¼ inches high, \$3,570; a Dresden group of a girl and a harlequin with a bird cage and a pug dog, 7¾ inches high, \$3,465, and a pair of Chinese famil-leverte figures of boys, Kang-Ho period, 112 inches high, \$2,940.

Evidently the high cost of living has not affected the realm of the collector, for the lure of the antique still prevails.

POTTERY AND GLASS

WITH WHICH IS COMBINED

GLASS AND POTTERY WORLD

GLASS AND POTTERY WORLD, Founded 1893.

CHINA, GLASS AND POTTERY REVIEW, Founded 1897.
Amalgamated April, 1905.

POTTERY AND GLASS, Founded 1908.
Amalgamated April, 1909.

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DEVOTED TO THE INTERESTS OF THE POTTERY, GLASS, LAMP, ART
METAL AND ALLIED INDUSTRIES

T. A. CAWTHRA *Managing Editor*
PROF. CHARLES F. BINNS *Technical Editor*
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A RECORD YEAR.

IN spite of the cries of a few pessimists, who couldn't be paid to look on the bright side of anything, the consensus of opinion of the large manufacturers is that the year just passed has made a record in many ways. Business has been exceptional in some respects. It has been steady through most of the year and has, therefore, totalled up considerably more than might have been expected. The election in November did not have a great effect on trade, and the various decisions of the Supreme Court were too much expected to be in the nature of real influences. The general outlook for 1913 is very satisfactory. The entrance of a different party into the government of the country, and whatever effect it might have had on commerce in general, will be greatly discounted by the time the actual change takes place. We must expect a little friction at first, but we must also recognize that legitimate business, squared to the requirements of the law, will flourish under the administration of any party.

DISCOURAGING THE DISCOURAGER.

DON'T let yourself be discouraged. Remember that the tough part of the fight may be just a little bit tougher to the other fellow, and he wins who clings on longest. The following little incident, which is a classic in its way, and

which appeared recently in a Chicago paper, illustrates the point we are making:

In the street of Life, walking in the darkness of the shadow, hungry old Satan was out hunting with his dogs, the little imps of human weakness.

A man came walking through Life's street.

Satan said to the little devil, with a bitter face, "Go get him for me."

Quickly the imp crossed the street, silently and lightly hopped to the man's shoulder. Close in his ear he whispered:

"You are discouraged."

"No," the man said, "I am not discouraged."

"You are discouraged."

The man replied this time, "I do not think I am."

Louder and more decidedly the little imp said again: "I tell you, you are discouraged."

The man dropped his head and replied: "Well I suppose I am."

The imp hopped back to Satan, and said proudly: "I have got him, he is discouraged."

Another man passed. Again old Satan said, "Get him for me."

The proud little demon of discouragement repeated his tactics.

The first time that he said, "You are discouraged," the man replied emphatically, "No."

The second time the man replied, "I tell you I am not discouraged."

The third time he said: "I am not discouraged; YOU LIE."

The man walked down the street, his head up, going towards the light.

The imp of discouragement returned to his master, crestfallen.

"I couldn't get him," he said. "Three times I told him he was discouraged. The third time he called me a liar, and that discouraged me."

TAKE INTEREST IN YOUR WORK.

PERHAPS salesmanship is a thankless profession, but it would seem that a person following it as a life work should give it a little more than passing attention. A salesman who is keenly alive to the possibilities of his position may become a manager, a manager may become buyer or head of a department, and heads of departments frequently become so valuable that they are admitted into the firm. But a salesman who thinks little of his work, and cares less, remains a salesman all his life. Recently a salesman in the lamp department of a large New York house waited on a particular customer. She asked for a period lamp suitable for use in an early Georgian room. Not a hard request to fill, surely, yet the salesman, who knew period designs in a general manner only, sold her a French lamp totally unfitted for her needs. Now it happened that a decorator sent her to this firm and when he saw the lamp they had given her, there was trouble. The salesman admitted that the only point which concerned him was the sale of a (any) lamp. He made the sale—but he lost that particular house a very good customer. The moral of this little incident is quite obvious.

It pays a merchant and it pays his employees to visit the big shopping centers of the country as often as possible, if for no other purpose than to look over the displays of goods in windows and in stores.

Practical Science Department

Edited by Prof. Charles F. Binns

Good Glazes—and Others; What They Are and How Best to Get Them

THIS IS THE FOURTH OF A SERIES OF GOOD COMMON SENSE TALKS ON TECHNICAL MATTERS THAT DAILY CONFRONT THE MANUFACTURING POTTER

Written especially by the Editor of this Department

THE Crucibles spoken of last month can be made by the sagger maker over a cone-shaped drum, the bottom of the crucible being so shaped that it will rest easily on the ring. The ring itself is made of ordinary sagger clay, but for the crucible a special mix should be prepared, using only pure clay and grog. The plastic kaolin from Florida or Georgia is the best, because these clays can be granulated without powdering. The grog is prepared by crushing the clay carefully and sifting it through a 12-mesh sieve. The dust is then removed with a 20-mesh sieve and the grains of clay, 12-20 mesh, are put into a sagger and burned in the hottest part of the biscuit kiln. After burning, enough of the powdered clay, which, of course, has not been burned, is added to make a plastic mass. From this mixture the crucibles are made. If preferred, the same mixture can be worked into a thick slip and the crucibles cast in plaster molds. The slip must be thick or the grog will settle out. The crucibles should be burned quite hard as the mixture is very refractory. Even if the fritt should dissolve a little of the crucible wall no harm is done, the only result is the addition of a small amount of the clay substance to the fritt.

In further illustration of the principle of fritting more of the glaze a well known glaze at one time extensively used in the industry will be taken. The mixture is:

Fritt:

Flint	360
Boric Acid	145

Enough of the flint is reserved for coating the sagers. There is then added:

Feldspar	425
China clay	75
White lead	200
Zinc oxide	40
Whiting	190

The formula of this glaze, presuming that there is no loss of boric acid, is calculated as:

K ₂ O	.19			
PbO	.20	Al ₂ O ₃	.26	SiO ₂ 2.70
ZnO	.13	B ₂ O ₃	.30	
CaO	.48			

Working this out in another way so as to fritt most of the mixture it becomes:

Fritt:

Feldspar	78
Pearlash	7
Flint	97
Boric acid	37
Red lead	46
Zinc oxide	10
Whiting	48

323

This fritt melts to 283 parts and to this there is added:

Ball clay	11
China clay	20

The reason for using ball clay is that it helps the working of the glaze. China clay alone is not enough to float the mixture.

It will be noticed that the feldspar has been lowered and, consequently, the amount of potash diminished. To supply this deficiency a small amount of pearlash is used. The reason for this is that if the whole amount of feldspar had been kept there would not have been enough clay to float the glaze. In lowering the feldspar the alumina is lowered and thus room is made for more clay. This may be shown by working out the case.

In the original formula there is:

K ₂ O	Al ₂ O ₃	SiO ₂
.19	.26	2.7

Feldspar .19 will give:

K ₂ O	Al ₂ O ₃	SiO ₂
.19	.19	1.14

Leaving

and thus permitting the use of only .07 of clay or 18 parts instead of 31.

But if .05 of the potash be added in the form of pearlash the calculation will be:

K ₂ O	Al ₂ O ₃	SiO ₂	
.19	.26	2.7	
.05	..	..	Pearlash .05
.14	.26	2.7	
.14	.14	.84	Feldspar .14
	.12	1.86	
	.12	.24	Clay .12
		.62	
		.62	Flint .62

which on working out becomes:

Pearlash	.05 × 138 =	7
Feldspar	.14 × 557 =	78
Clay	.12 × 258 =	31
Flint	.62 × 60 =	97

which are the figures given in the mixture.

It may be found when working under factory conditions, where the glaze is used quite thin in the tub, that the fritt, buoyed up only by the clay, will tend to settle. In that case there will be no harm in transferring the zinc oxide from the fritt to the glaze batch. Zinc oxide undergoes no change in weight upon burning, so that the amount is simply subtracted from the weight of the fritt and the batch will be:

Fritt	273
Zinc oxide	10
Ball clay	11
China clay	20

or a portion of the whiting may be transferred though with more objection, because whiting loses 44 per cent. of its weight. Suppose one-half of the whiting were to be held out for the glaze as well as the zinc oxide. The fritt would weigh 259 parts, and to this there would be added,

Zinc oxide	10
Whiting	24
Ball clay	11
China clay	20

This would undoubtedly be enough to float the fritt, but it should be remembered that when the lead is fritted every bit of material transferred from the fritt to the glaze raises the heat of the glaze kiln. The difference of heat necessary to bring these glazes respectively to a smooth finish amounts to about four cones. That is, if the old form of the glaze needs a heat of cone 7 as is usually the case, the same glaze in which all the ingredients but the clay are fritted will mature at cone 3. This constitutes an important gain. Not only is the fuel bill greatly reduced, but the cost of clinkering, the wear on the kiln and especially the consumption of saggers are vastly decreased. It is possible also to use a less expensive brand of firebrick in the building of the kilns so that there are material gains in every direction.

Probably it is too much to expect that any superintendent will make a change as radical as this, all at once, but it is well to be working in the direction of possible economy. A beginning can be made by adding one or two ingredients to the fritt, and making a trial on a small scale. The results must inevitably be an improvement in the quality of the glaze, and the lower heat of the kiln will be very beneficial to underglaze colors. Upon this point we shall have something to say next month.

(To be continued.)

Ceramic Society Meets

Washington Selected as Convention City—Visits to Research Bureaus Included in Long Program

AFTER a careful canvas of the association, it has been decided to hold the fourteenth annual meeting of the American Ceramic Society in Washington, D. C., this year. The meeting will begin on Tuesday, February 25, and closing Thursday, February 27, or Friday, February 28. The hotel headquarters has not yet been decided upon, but owing to the crowds likely to be in the Capital during the last week of the present congress, and in preparation for the inaugural on March 4, it is highly important that reservations be made promptly. It is expected that from sixty to eighty papers will be read, the titles of which and detailed program will be printed about February 5. The nominating committee has placed the following in nomination: For president, Ellis Lovejoy, Columbus, O.; vice-president, Adolph Hottinger, Chicago, Ill.; secretary, Edward Orton, Jr., Columbus, O.; treasurer, Herford Hope, New Brighton, Pa.; trustee for 1913-16, F. W. Walker, Beaver Falls, Pa.

Washington as a convention point is easily the most distinguished and beautiful city in America, and one of the finest in the world. Although it is relatively old, as compared to many other American cities, it is still in process of rapid growth and constant transformation. The plans of the Government, which are being followed in the placing of new buildings, will lead ultimately to a grandeur of architectural grouping possible in but few of the world's capitals.

Washington is not a manufacturing center, and has no clay works of importance within or adjacent to its borders. Nevertheless, it possesses more laboratories in which research work of interest to members is being prosecuted than any other point. The Bureau of Standards, The Bureau of Mines, The U. S. Geological Survey. The Geo-Physical Laboratory of the Carnegie Institution. The Smithsonian Institution, The Road Material Laboratory, are some of these. If arrangements can be made, it is the intention to spend one-half of two days or perhaps one whole day in excursions to these laboratories. It is possible that sessions of the Society can be held at one or more of them.



Attractive cutting from the line of John A. Nelson.



Business and Personal Items About Prominent People in the Different Branches of the Trade

Three prominent firms in the district have changed the location of their showrooms during the past month, Graham & Zenger, now being located at 104 Fifth Avenue; L. Bernardaud & Co., at 46 Murray Street, and The W. H. Dunn Sales Company, at 55 Park Place.

The Pittsburgh Lamp, Brass & Glass Company, entertained its sales force at a banquet held at the Fort Pitt Hotel, Pittsburgh, last month, it being the culmination of a three days' convention at which business subjects were discussed and a visit paid to the Swissvale, Jeannette and Alleghany plants, where they received a practical demonstration of the line in the making. Covers were laid for about fifty, the principal speakers were W. L. Curry, president; J. S. Douthitt, treasurer; J. L. Chaplin, William Cunliffe, J. E. Frechie and D. C. Farrar. The "Pilabrago Club" was formed at the banquet, and H. A. Ross was selected as president, and J. S. Douthitt, secretary and treasurer.

Jos. A. Knox, formerly president of the United States Glass Company, has entered the glass and pottery supply business with headquarters in the Fitzsimmons Building, Pittsburgh, Pa. He will handle everything in raw materials.

Charles E. Hilliker is now representing the Fostoria Glass Company, Moundsville, W. Va., throughout the states of Colorado, New Mexico, Arizona, Utah, Wyoming and Montana. He maintains a permanent sample room at 1523 Glenarm Street, Denver, Colo., where a full line of Fostoria samples are on display.

The first of the year saw a number of changes in the selling and management forces at the various Trenton potteries, the more important of which is the appointment of Marc Solon, son of the late L. M. Solon, a ceramic worker of world-wide fame, as secretary and general manager of the Mercer Pottery; Oscar Van Fleet, formerly with the Cook Pottery, severed his connections to become superintendent of

the Mercer Pottery Company; E. M. Unilack, Jr., formerly with the Onondaga Pottery, of Syracuse, is now traveling the western territory for the Cook Pottery Company. T. W. Bangs, who has been in charge of the New York office of the Maddock Pottery, will be succeeded by Thomas Tunstall, who for some time past has been office manager at the pottery. His former position will be filled by Thomas Cole, until recently with the Cook Pottery Company.

Frank W. Jenkins has severed his connection with the New York office of Geo. H. Bowman Company, and sailed Saturday, Jan. 4, for Europe, in the interests of a line of china he will show next spring. S. M. Rabinowitz, for several years Mr. Jenkins' assistant, has succeeded him as New York manager, a position to which he is particularly well fitted. Mr. Jenkins is expected to return from abroad about March first.

L. S. Crain, representing the Cambridge Glass Co., and the Mound City Cut Glass Co., has opened offices in Cleveland, Ohio. Complete samples of both companies are displayed.

Robert T. Rodger is now showing the dinnerware and fancy china lines of Reinhold Schlegelmilch. He was formerly a member of the Bawo & Dotter, Ltd., travelling force.

Henry E. Claus has engaged with the Robert Simpson Co., Ltd., Toronto, Canada, as manager of their china department. He was with the Duffy-Powers Co., Rochester, N. Y., for several years severing his connection January first.

Robert Slimmon & Co., New York, have engaged W. P. Garvin to represent them throughout the Northwest territory formerly looked after by Harry S. Clarke.

O. L. de La Croix and A. F. Lemcke have entered into partnership under the firm name of De La Croix

& Lemcke continuing the domestic china and glass lines formerly represented by Mr. De La Croix. In addition to their dinnerware and fancy china lines, the Rochester Cut Glass Co., will be represented. Mr. Lemcke will do the traveling, the senior partner looking after the Metropolitan trade.

Pitkin & Brooks have leased three five-story and basement buildings on East Lake Street, Chicago, Ill., and will occupy them about May first.

Following the arrival of Emil C. Bronnum in this country. Just Peterson, the American representative of the Royal Copenhagen Porcelain Co., sailed on a visit to the factory and relatives January 2. Mr. Bronnum will look after the New York office until the middle of March, when he will visit the trade.

Business has been so brisk with Maddock & Miller, New York, that they have been unable to make any definite decision as to when they will occupy their new quarters at 52 Murray street. The change, however, will be made at an early date.

The new Bawo & Dotter, Ltd., building, 18 to 28 West Thirty-third Street, New York, is practically completed with the exception of the ground floor frontage. It is this firm's intention to move on or about January 15. The new building is twelve stories in height and conveniently located between Broadway and Fifth avenue, opposite the Waldorf-Astoria Hotel.

O. W. Eckland, of the Central Cut Glass Company, Chicago, Ill., will show an extensive assortment of new designs at the New Grand Hotel, New York, from February third to the twentieth. Two hundred patterns are included in the new collection, which will be shown on the parlor floor of the hotel.

Howard J. Smith, with Cox & Lafferty, New York, for the past ten years, and for some time past covering the New England territory, has been placed in charge of the cut glass and pottery department, a position his long experience with the line makes him particularly fitted to hold.

On Monday, January 6, J. H. Harris, buyer and manager for the crockery and glassware department of the Greenhut-Siegel Cooper Company, N. Y., received word from London, England, that his father, Henry Harris, had died that day. Deceased was in his seventy-fourth year and had been ill for some time.

L. Schoenthal, associate buyer with John Ling for the crockery and glassware department of Gimbel Bros., New York store, is now in charge of the china and glassware department of the Philadelphia store succeeding the late Henry J. Knatz.

Among the Retailers

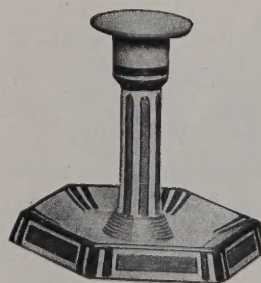
Notes About New Firms Entering the Pottery and Glass Field and Changes in Old Concerns

Chicago will probably lose some of its prestige now that Montgomery Ward & Co., the big mail order concern, has decided to establish a branch of their business in New York. New York always boasted of everything under the sun excepting a monster mail order house, of which Chicago has several. The department stores in the Metropolis will not feel elated over the decision of the western house, for many of them conduct immense mail order departments themselves. Officers of Montgomery Ward & Co., have been conferring with realty men in this city for some time attempting to select a suitable location. They want, in the first place, to get a location accessible to the trunk line railroads. It must also be a waterfront location, for trucking is looked upon as needless extravagance. Moreover, the site must be accessible to the employes and in a reasonably good neighborhood, since many of the employes are young women. The officers hope to begin business here anyway and then take their time in selecting a permanent location.

A petition in bankruptcy has been filed against The Fair, One to Twenty-five Cent Department Store (a corporation), dealing in dry goods, notions, crockery, etc., at No. 281 Grand Street, New York City, with a branch store in Yonkers. It was alleged that the corporation is insolvent and made preferential payments. Judge Holt appointed Walter H. Gilpatrick, receiver, with a bond of \$2,500. Liabilities are said to be \$25,000, and assets, \$5,000. The company was incorporated on Feb. 24, 1911, with capital of \$10,000.

The Sanft Bros. Company, Inc., was incorporated in Albany early in December and will deal in china, glassware, etc., in Manhattan. The company has a capital stock of \$50,000, and was incorporated by M. Sanft, W. Sanft, and S. Goldberg, all of New York.

Quaint candlestick in Mettlach
Inlaid Stoneware shown
by E. R. Thieler



In the New York Market

A Description of Seasonable and Staple Novelties That
Have Lately Made Their Appearance and Where
to Get Them

As is usually the case, the showrooms of Messrs. Robt. Slimmon & Co., contain an endless assortment of meritorious shapes and patterns in English ware. The new "Avon" dinnerware pattern from A. J. Wilkinson's, Ltd., is exceptionally good and can be had in any number of gold band borders and neat floral festoon decorations, enameled patterns with dainty little florals, high class prints, etc. From the Bourne & Leigh factory they are showing a line of old Blue Willow ware on the Nankin shape, as well as the Rhine pattern in flow green colors, also on the old Nankin shape.

* * *

Surely there is no other collection of cut glass offering a wider range to the buyer selecting stock for sales, than that of the Bush Glass Company, Lansing, Michigan, shown in the New York market by Cox & Lafferty. The values are remarkably low and there is nothing in cut glass they do not produce to retail at special prices. They are showing an eight inch footed fern dish in the new floral cutting, and eight and nine inch bowls in diamond cutting, that will surely draw trade to the store. The weight, ring and cuttings of this line cannot be excelled at the prices asked. The line is comprised of bowls, nappies, celeries, mayonnaise sets, ferns, trays, comports, sugars and creams, in fact everything in cut glass.

* * *

Plain tableware that is distinctively Colonial continues in strong demand throughout the country; in consequence, manufacturers have brought out many pleasing designs for the spring trade. One of the most recent of these new lines is that of the Fostoria Glass Company, shown at their local salesrooms, 66 West Broadway. It consists of a complete tableware line on plain shapes. The squat, hexagonal shape of the ware is decidedly attractive, which together with the clearness of the glass and usefulness of the arti-

This department is designed to give a brief account of some of the latest things that make their appearance in the pottery, glass, lamp and art metal markets, and where they may be obtained. For the busy buyer and retailer this information is especially worthy of perusal as one suggestion from the entire list may open a source of profitable business to him. New designs in cut glass, new shapes in china and pottery, perfections and improvements in standard goods, interesting treatments in brass ware, and the latest styles in lamps, will be featured as far as practical, and those wares that are running popular in certain parts of the country will be given mention. If any of our readers want to know further about any style of goods described in these columns we will be glad to advise them to the best of our ability.

cles render it particularly adaptable to all classes of trade.

* * *

The new import samples from the Suhl and Tillowitz factories of Reinhold Schlegelmilch have been received by B. Tomby, the sole representative for the United States and Canada, and are now attractively displayed at his new and commodious showroom, 73 Fifth Avenue. They have brought out many novel and artistic effects in plain and decorated china that should find favor in the American market, the rare decorative treatment of floral designs in natural colors is cleverly executed; the carnations, tulips, roses and lilies being faithfully reproduced. Exquisite bureau sets, fruit sets, jugs and vases are shown in a wide variety of designs and patterns, the most exacting buyer surely finding some items in this splendid collection which will meet his requirements.

* * *

In the announcement of John N. Illig, in the December issue of Pottery and Glass, it was inadvertently stated that the Quereau-Schrader Selling Company, Denver, Colo., were his western representatives. This is an error as this concern has ceased to show the Illig line. The line is shown in New York City by the well known selling agent, W. F. Upham, whose salesrooms are at 64 Murray Street. The Illig line includes many examples of wheel engraved rock crystal and sculptured glassware and is known for its splendid selling qualities. This year it contains an unusual number of new patterns and creations that will interest every buyer of high grade glassware.

* * *

The arrival of the new Brush-McCoy Pottery Company, samples was eagerly awaited by the sales force of Cox & Lafferty, who now represent this company, and upon opening the crates any number of new and attractive items in art, glazed and utility pottery were

revealed. They have added many new patterns and finishes to their line of jardinières, pedestals and umbrella stands, chief of which are those in old ivory



Whiskey set in wheel engraved rock crystal from the line of John N. Illig.

finish, silken mat green, Loy-Nel-Art, and Navarre and Venetian design jardinières. A line of kitchen-cabinet ware, vegetable bakers, casseroles, ramekins, jugs, crocks and jars is also shown for the first time. It is tastefully decorated in natural colors, the grape design standing in relief on well modeled shapes having an ivory glaze.

* * *

While a complete collection of the Royal Copenhagen porcelain has not as yet been arrived at the New York office, enough of this interesting line has been received to give an insight on the 1913 possibilities. Mr. Bronnum, from the factory, is now in charge of the local headquarters, and expects to receive the majority of his new line next month. The vases, figures, tableware of this company, as well as the new patterns and shapes in Copenhagen art faience, show a distinctiveness defining it as entirely different from anything else shown in this market.

* * *

A. H. Ledden has received four new dinnerware patterns from the Buffalo Pottery over which he is greatly enthused. The plates show the neat conventional, and dainty floral, borders of this company which have enjoyed such brisk demand.

* * *

A number of new samples in light cuttings on lead blanks have been placed on display at the local salesrooms of the United States Glass Company, 71 Murray Street. The line, as far as received, consists of tall flower vases, five new shapes in jugs and tankards, jewel, powder and puff boxes, etc. A graceful light floral cutting, to which the long curving stems add greatly to the effectiveness, is carried out on all the pieces. A wide range of etched stemware with fleur-de-lis design has also been added to their Floren-

tine glassware line. The new Sheraton tableware samples have also been received, in part, and show the square handles and other characteristics of the Colonial period.

Graham & Zenger Now Located on Fifth Avenue

GRAHAM & ZENGER are now occupying their spacious new quarters at 104 Fifth Avenue, New York, and the showrooms fully justify all that has been said of them. While not expensively fitted, great taste has been shown in the furnishing and general arrangement of the rooms. Messrs. Harry S. Clarke and John Plummer have been doing the receiving honors in their usual genial manner, showing the Rosenthal china or Theresienthal glassware lines and special display rooms to all interested. The lighting arrangements are both modern and unique and are a feature of the new showrooms. A floor space of ten thousand square feet is occupied. Open stock patterns of both Rosenthal china and Thereisenthal glassware will be carried.

Wire Frames for Manufacturers' Use

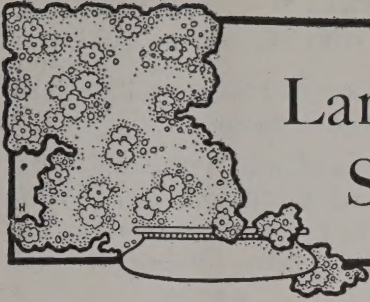
The many utilities of wire are brought out effectively at the factory and warerooms of the New York Wire Frame Co., 1237 Broadway, New York, where the specially designed frames of the electric lamp and candle shade trade are made. All manner of meshes to meet the demand of silversmiths, cut glass manufacturers, etc., are also quickly executed by the large force of workmen kept constantly employed. The transformation of the wire as it passes through the various processes is extremely interesting. The plant is conveniently located in the Bijou Theatre Building, between Thirtieth and Thirty-first Streets.

Erratum

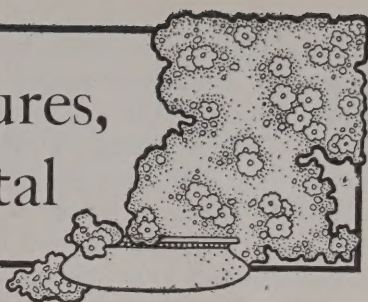
The best of us make mistakes, and we take this opportunity of correcting ours. Frank M. Miller, 25 West Broadway, is still the New York representative of the H. Northwood Company, Wheeling, W. Va., our December notice to the contrary notwithstanding.



Wheel engraved night sets from the line of John N. Illig.



Lamps, Lighting Fixtures, Shades and Art Metal



WHAT has become of the lamp seasons? Have they passed with the oldtime trading methods? Seemingly they have. True, many of the manufacturers still bring out their new designs at specified times, but there is a gradual secession from the time-worn customs of other days. Manufacturers no longer carefully guard their new ideas in construction or equipment until the lamp season. They are constantly replenishing their lines with new and improved ideas in illumination, all of which is responsible for the rapid evolution and advance made in lighting effects. It was only a few years ago that manufacturers were striving to out-do each other with leaded glass treatments. This line of goods at once became popular and enjoyed a long and profitable run. Then came the beautiful creations in bent and art glass with metal over-lay, a line of ware with unlimited decorative possibilities and which is now gradually developing into period designs, to meet the present-day vogue for lighting appliances to harmonize with interior decorative schemes. This general tendency toward a more artistic product is a step forward, as the ware will appeal to the better class of trade, and, consequently, bring better prices. The strong showing of alabaster and scientific glass dishes and bowls for semi-direct lighting seen in many showrooms, while another step forward, is in no sense a new illumination idea—it being but the modern adaptation of the lighting methods used by the ancient Greeks—but it has great scope and meets the requirements of home, hotel, or business lighting arrangements.

* * *

The Colonial idea is one of the strongest, and naturally, most popular furnishing schemes of the day. In all sections of the country, the simple but nevertheless charming, decorative features of the Georgian times are much sought for and manufacturers in many cases are catering to this demand. The United States Glass Company have brought out in addition to Colonial glassware treatments, what they term an electric candlestick. This consists of a beautifully designed crystal candlestick, with ornamentation, fitted with neat little shades in a number of colors and electric connections. This portable is sure to find favor everywhere.

* * *

The Bradley & Hubbard Mfg. Co., Meriden, Conn.,

were one of the first firms to realize the demand for the better grade of goods—especially those along period lines—was here to stay. A glance at their immense collection displayed at the New York showrooms gives an idea of the study of the artistic, as well as the practical, required to intelligently produce period lamps. The well-balanced motifs of the classic, the sterner ornamentations of the Empire, and the simple but artistic lines of the Georgian masters, have all been faithfully reproduced. They are constantly adding to their line, without regard to former seasons, and expect a number of new designs in both portables and ceiling fixtures within the month. The collection now consists of reproductions of the classic French periods, some with silk lined shades, with the fluting and scrolls of the day accurately worked into the shades and standards. Others are shown in imitation of the French hand carved portables. The Adam designs shown are exceptionally strong, as are also those of the Empire period, the latter in great variety probably because its many medallions and ornaments afford greater scope to the metal worker.

* * *

Massive bowls and dishes for semi-direct illumination are shown in a wide assortment at the New York showrooms of the Gleason Tiebout Glass Company. Many novelties in lighting glass are introduced, some of the numbers showing a milk white coloring, while others have a soft golden tint that throws forth a restful light. Globes and side-wall fixtures are shown in designs and styles to match all dishes. In portables they are showing an old ivory finish carrying an Adam decoration on the art glass lined shade. This number comes in two sizes and has proved very popular with the retail trade. In ceiling fixtures they are showing a line of antique silver finished ware that is something out of the ordinary, being specially pleasing when used in connection with semi-direct bowls, showers, etc.

* * *

The display rooms of E. B. Dickinson contain many beautiful portables, electroliers and desk lights in cut glass from the plant of the Liberty Cut Glass Company. Some are made of glass entirely, others have brass bases or nickel arms, as the case may be, but it is interesting to note the great variety of shades and cuttings this company have produced. A prism fringe is used effectively on many of the shades.

OBITUARY

HOMER LAUGHLIN

Homer Laughlin, probably the widest known American pottery manufacturer, died at Los Angeles, Cal., Friday, January 10, in his seventy-second year. Mr. Laughlin was a pioneer in the American industry, starting as a china importer before the Civil War. Following the war he became a manufacturer at East Liverpool, Ohio, starting the immense business organization which bears his name. While he still retained his Ohio pottery interests, he moved to California about twelve years ago and had large property interests throughout the Pacific Coast. He was a member of the Board of Managers of the American Protective Association of New York for the past twenty years, and an extensive traveler.

FREDERICK T. BRINSMAID

Frederick T. Brinsmaid, who up to the year 1910 was president of Brinsmaid & Co., china, glass and silver importers, Des Moines, Ia., died at Los Angeles, Cal., January 5, following a stroke of paralysis. He was fifty-six years of age and became first identified with the pottery and glass industry when he entered the employ of Perkins & Gray as a salesman. His interests in the firm increased until in 1899 he bought out his partners' interests and the firm became Brinsmaid & Co.



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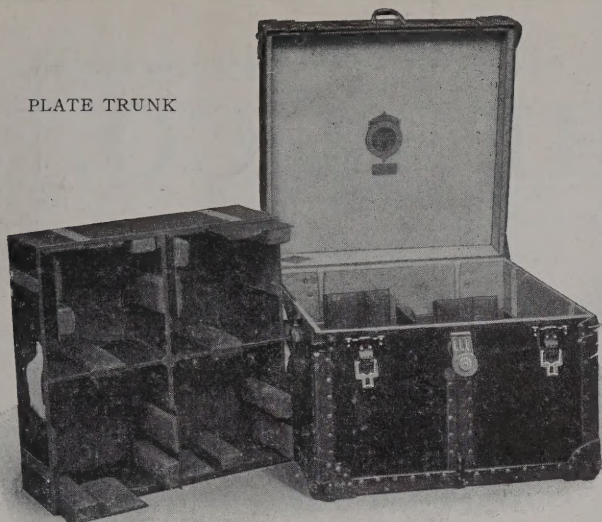
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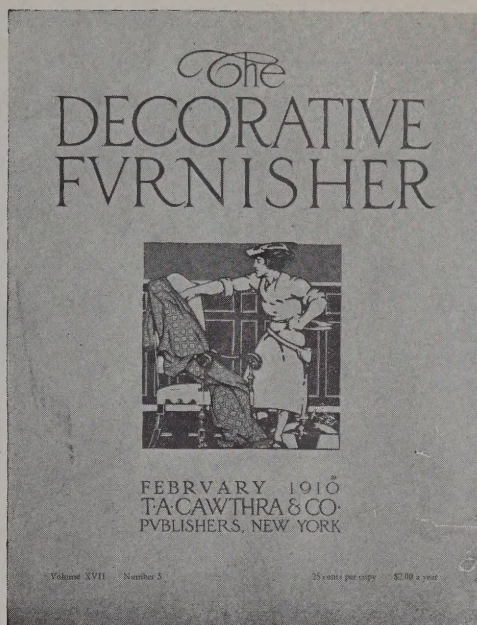
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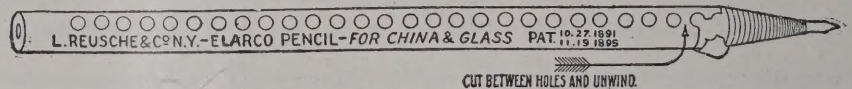
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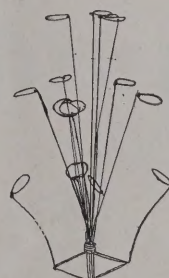
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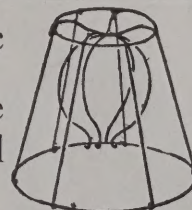
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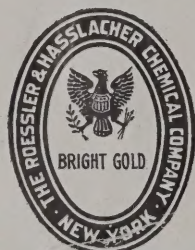


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